

FIG. 1

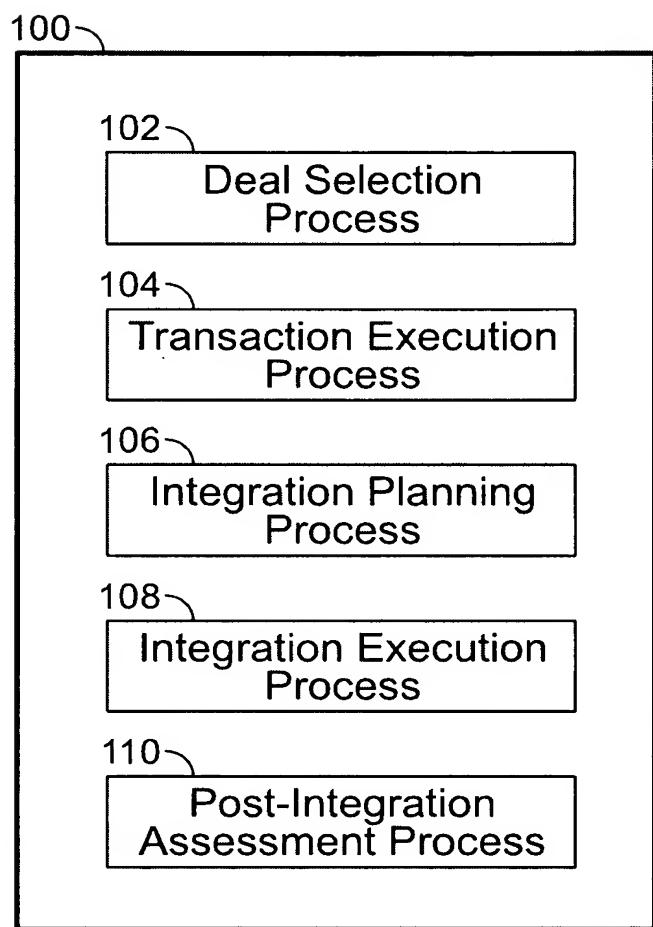


FIG. 2

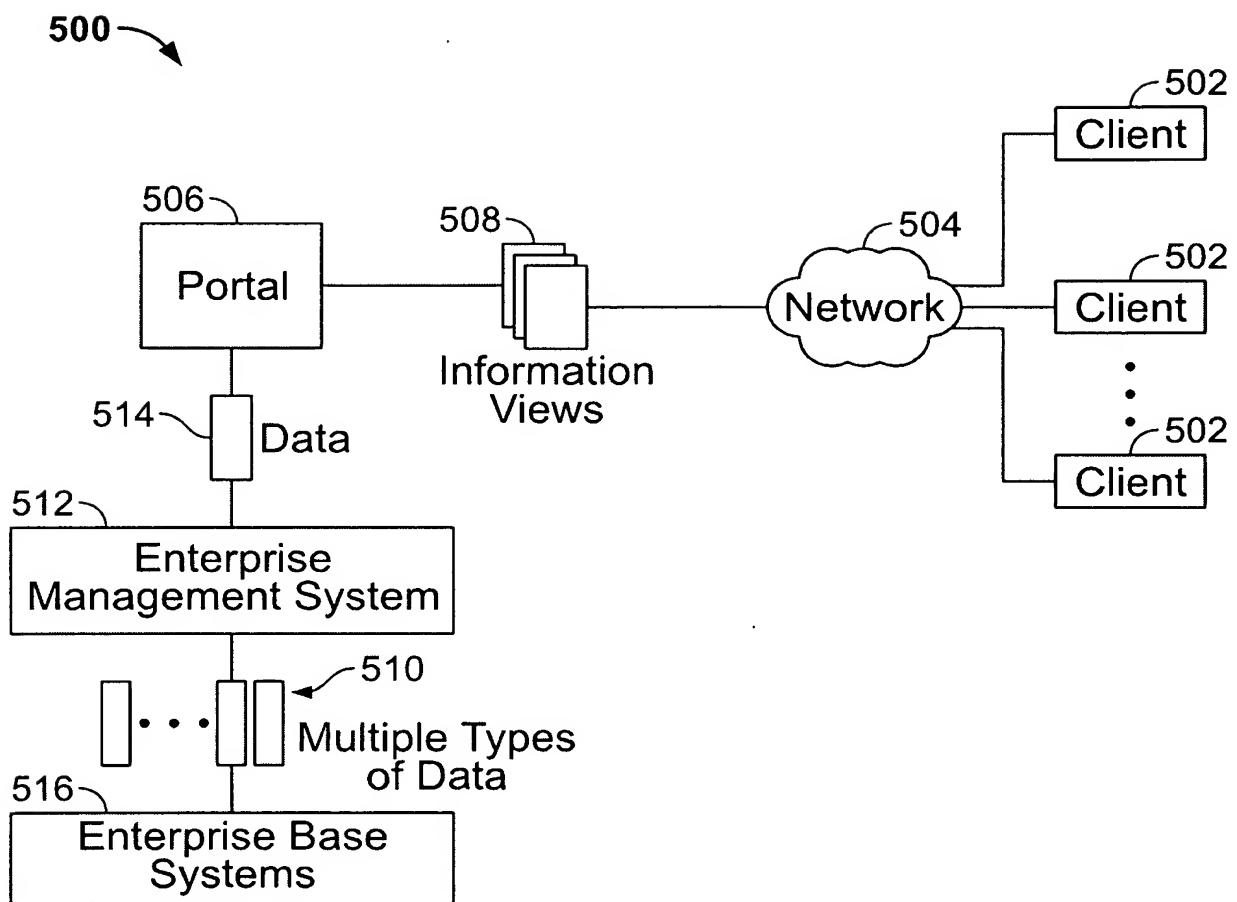


FIG. 3

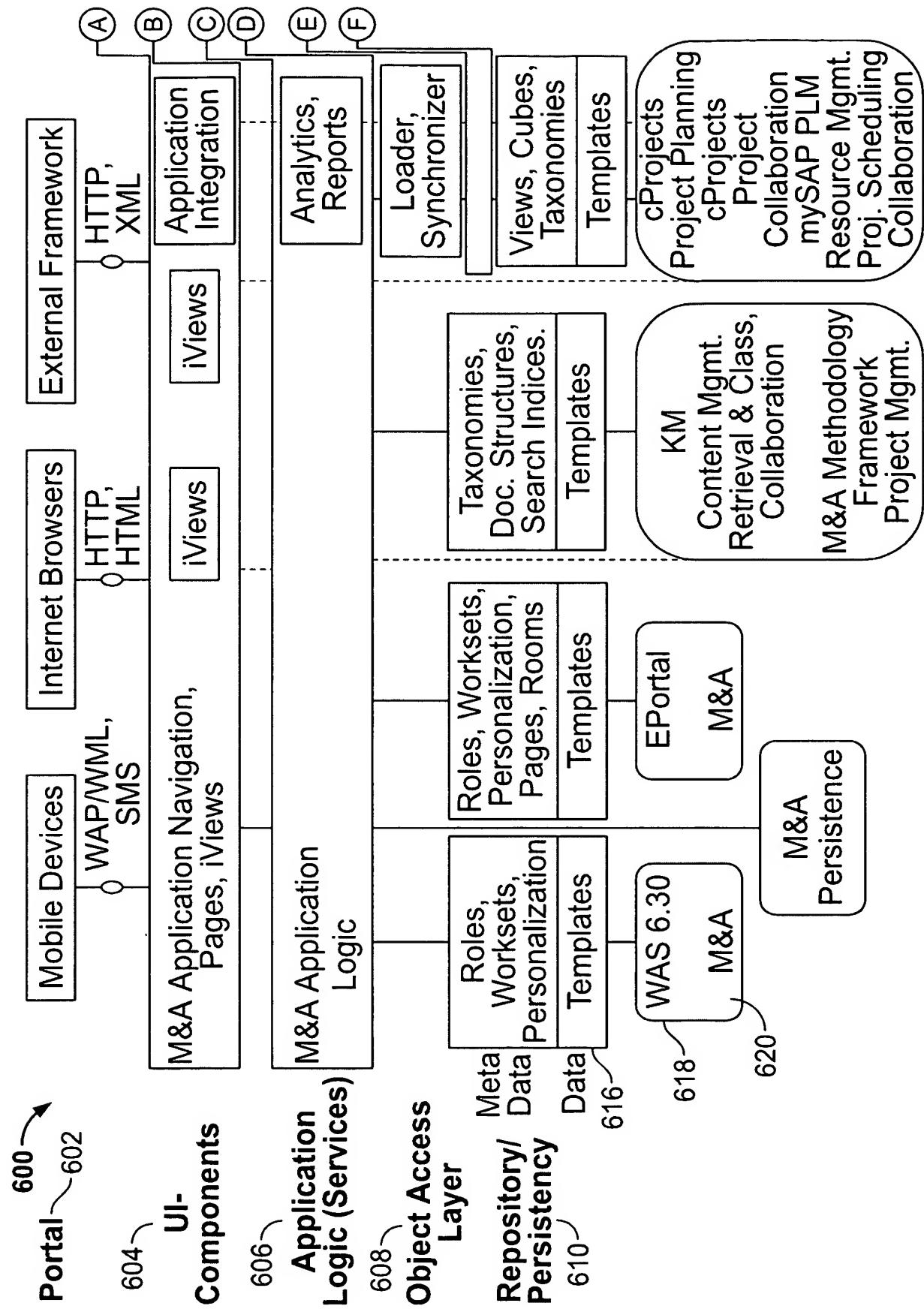


FIG. 4A

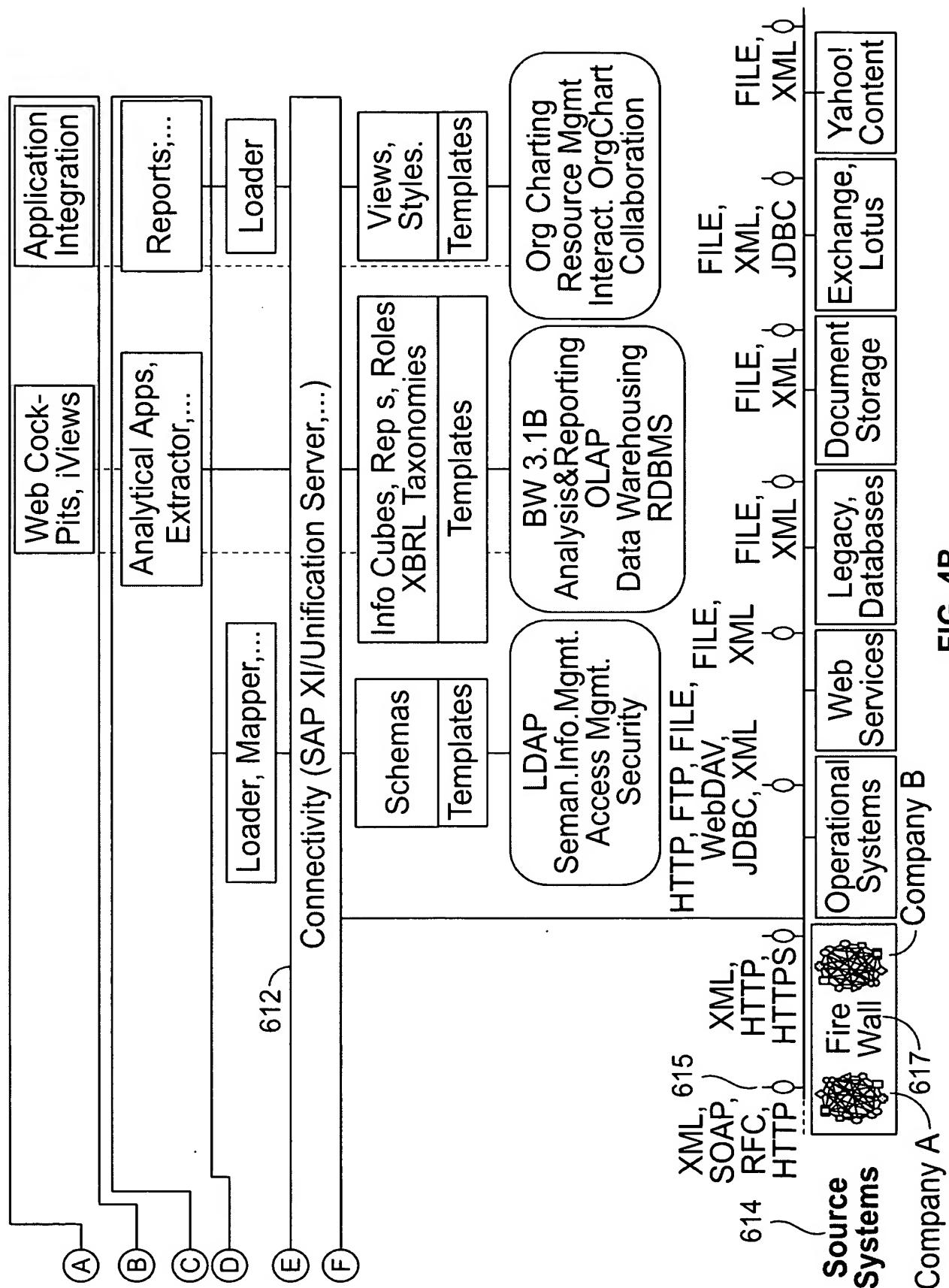


FIG. 4B

1200

1215 1208

Marine Systems Inc. Welcome, J.J.Martin Personalize

Sales Task Force Employee Info 1202

Home • Sales Integration • Transition Cockpit • File Sharing • Discussion • Calendar • Deliverables 1220

Customer Transition

Search Advanced... Filters

Actions

- Set up a meeting
- Start a discussion thread
- Build an Org Chart
- Manage Subscriptions
- Merger Portal Help

Team

Manage Team Members

- Jack Black (252) 555-1212
- Donna Simone (252) 555-1212
- Norman Ballard (252) 555-1212
- Kai Ma (252) 555-1212

1232 Help

1221 Account Transition Rollout

REGION: WORLDWIDE 20:34:19 PST 11/08/2002 CLASS: CONFIDENTIAL GENERATOR: SAPRHM02436

ACCOUNT ROLLOUT

1222 1223 SLIPPING ACCOUNTS

2 ER TRANSITIONED 2 FAR EAST

3 EXECUTIVE ASSIGNMENT 2 US

4 CUSTOMER CONTACTED 2 EMEA

OF ACCOUNTS 300 250 200 150 100 50 0

EXECUTIVE ASSIGNMENT 300 200 100 50 0

ER TRANSITIONED 250 200 100 50 0

CUSTOMER CONTACTED 300 200 100 50 0

Execution

1224 1225

1226 1227

1228 1229

1230 1231

1232 1233

1234 1235

1236 1237

1238 1239

1240 1241

1242 1243

1244 1245

1246 1247

1248 1249

1250 1251

1252 1253

1254 1255

1256 1257

1258 1259

1260 1261

1262 1263

1264 1265

1266 1267

1268 1269

1270 1271

1272 1273

1274 1275

1276 1277

1278 1279

1280 1281

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1284 1285

1286 1287

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1296 1297

1298 1299

1300 1301

1302 1303

1304 1305

1306 1307

1308 1309

1310 1311

1312 1313

1314 1315

1316 1317

1318 1319

1320 1321

1322 1323

1324 1325

1326 1327

1328 1329

1330 1331

1332 1333

1334 1335

1336 1337

1338 1339

1340 1341

1342 1343

1344 1345

1346 1347

1348 1349

1350 1351

1352 1353

1354 1355

1356 1357

1358 1359

1360 1361

1362 1363

1364 1365

1366 1367

1368 1369

1370 1371

1372 1373

1374 1375

1376 1377

1378 1379

1380 1381

1382 1383

1384 1385

1386 1387

1388 1389

1390 1391

1392 1393

1394 1395

1396 1397

1398 1399

1400 1401

1402 1403

1404 1405

1406 1407

1408 1409

1410 1411

1412 1413

1414 1415

1416 1417

1418 1419

1420 1421

1422 1423

1424 1425

1426 1427

1428 1429

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1446 1447

1448 1449

1450 1451

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1454 1455

1456 1457

1458 1459

1460 1461

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1486 1487

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1496 1497

1498 1499

1500 1501

1502 1503

1504 1505

1506 1507

1508 1509

1510 1511

1512 1513

1514 1515

1516 1517

1518 1519

1520 1521

1522 1523

1524 1525

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1592 1593

1594 1595

1596 1597

1598 1599

1600 1601

1602 1603

1604 1605

1606 1607

1608 1609

1610 1611

1612 1613

1614 1615

1616 1617

1618 1619

1620 1621

1622 1623

1624 1625

1626 1627

1628 1629

1630 1631

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1638 1639

1640 1641

1642 1643

1644 1645

1646 1647

1648 1649

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1696 1697

1698 1699

1700 1701

1702 1703

1704 1705

1706 1707

1708 1709

1710 1711

1712 1713

1714 1715

1716 1717

1718 1719

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1800 1801

1802 1803

1804 1805

1806 1807

1808 1809

1810 1811

1812 1813

1814 1815

1816 1817

1818 1819

1820 1821

1822 1823

1824 1825

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1860 1861

1862 1863

1864 1865

1866 1867

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1870 1871

1872 1873

1874 1875

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1934 1935

1936 1937

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1940 1941

1942 1943

1944 1945

1946 1947

1948 1949

1950 1951

1952 1953

1954 1955

1956 1957

1958 1959

1960 1961

1962 1963

1964 1965

1966 1967

1968 1969

1970 1971

1972 1973

1974 1975

1976 1977

1978 1979

1980 1981

1982 1983

1984 1985

1986 1987

1988 1989

1990 1991

1992 1993

1994 1995

1996 1997

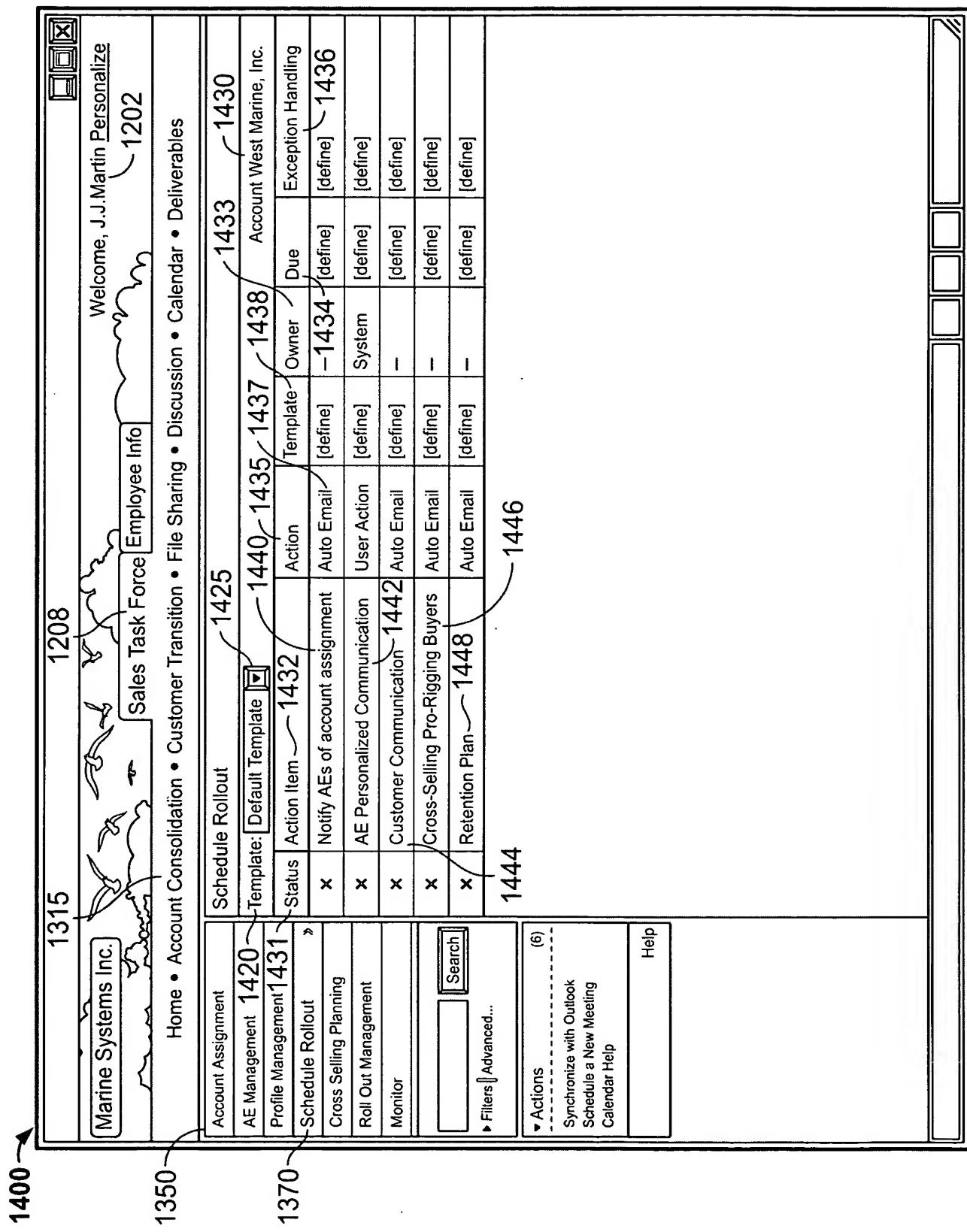
1998 1999

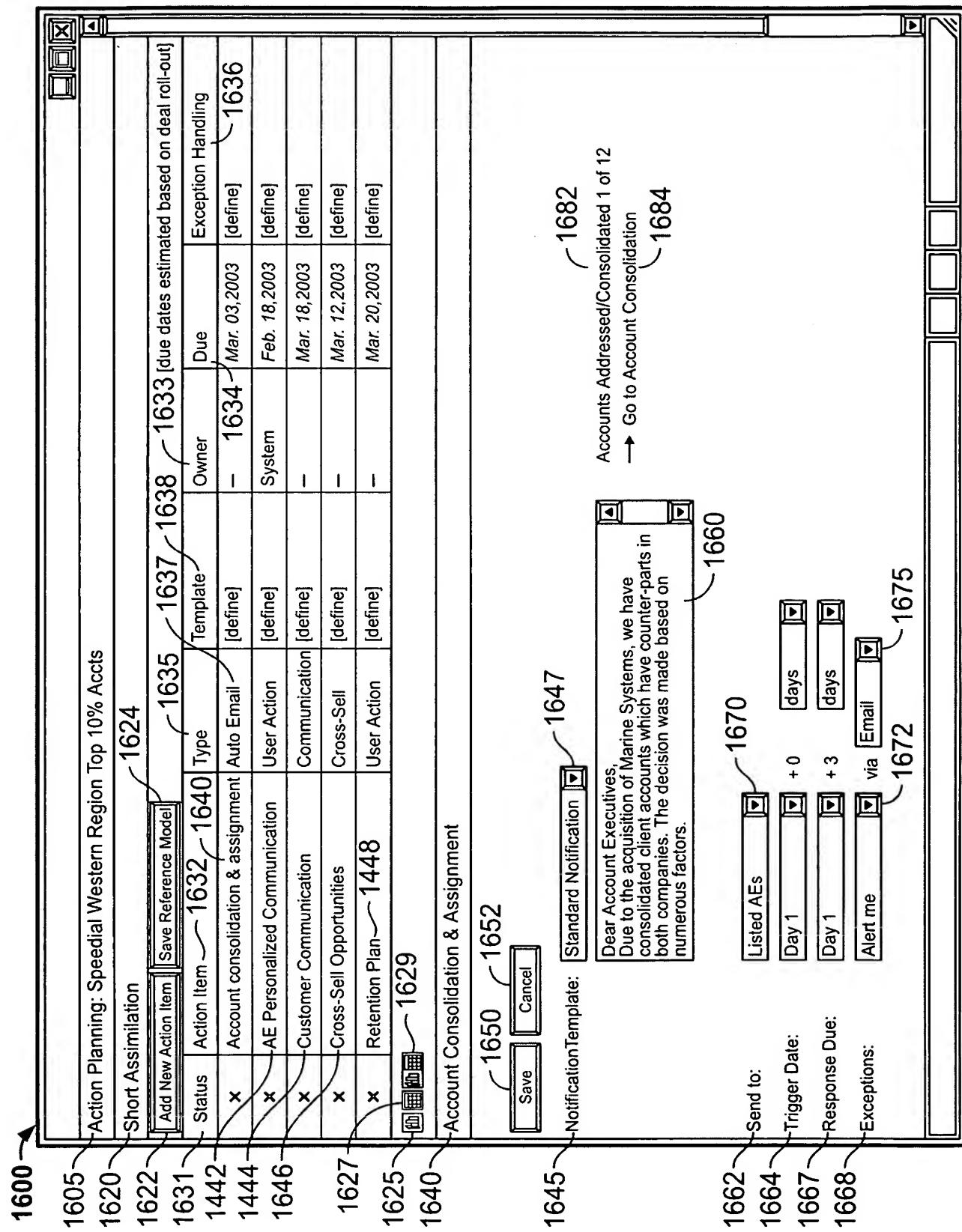
1999 2000

5
FIG

FIG. 5A

FIG. 6





1700 →

1316 →

1330 → 1334 → 1340 → Marine Systems → 1340 → ! Clean Room Only → 1317 →

Account Consolidation: Speedial Western Region Top 10% Accts

Accounts Addressed: 1 of 12

Rank	Account	Value	Executive	Rank	Account	Executive	Rank	Account	Executive
1	West Marine Inc. → 1339	17.50M	Joe Dylan → 1338	2	West Marine Inc. → 1339	Allen Maxwell → 1348	3	West Marine Inc. → 1339	Allen Maxwell → 1348
2	Newport Ship Yards	6.15M	Mark Quatrone	12	Newport Ship Yards	Donald Baxter	4	Newport Ship Yards	Donald Baxter
3	Dave's Ways	5.81M	Michele Carter	3	Dave's Ways Inc. [X]	Alice Wendel	5	Dave's Ways Inc. [X]	Alice Wendel
4	Gold Rock Ship Yard	5.14M	Jordan McGee	1	Gold Rock [X]	Jon Ferrel	6	Gold Rock [X]	Jon Ferrel
5	Victory Island Yachts	3.80M	(pending)	5	Victory Islands Yachts	Karl Hope	7	Victory Island Yachts	Karl Hope
6	Sydney Sailing Group	3.74M	David Brant	(n/a)	(no match) [X]	(n/a)	8	Sydney Sailing Group	(n/a)

Page 1/1

1732 →

1339 → Account 1711 1712 →

1710 → West Marine, Inc. → 1713 →

DUNS: 843.2081.22 Customer Contact: Jones Ferguson [X]

1720 → 1727 → 1725 →

1731 → Decision Thread → Account Details

1735 → 1338 → 1742 → 1330 → Speedial, Inc. → 1348 → 1741 → 1740 → Marine Systems, Inc.

1777 → Joe Dylan → 1746 → 1751 → Manager: Bob Jones [X] → Allen Maxwell [X] → 1792 →

Tenure: 4 years → Account Impact on Income: [X] 95% → 1779 → Manager: Hannah Jones [X]

1745 → 1762 → 1764 → 1770 → 1771 → 1772 → 1773 → 1774 → 1775 → 1776 → 1777 →

1755 → Total Assigned Accounts: → 1757 → 1758 → 1759 → 1760 → 1761 → 1762 → 1763 → 1764 → 1765 → 1766 → 1767 → 1768 → 1769 → 1770 → 1771 → 1772 → 1773 → 1774 → 1775 → 1776 → 1777 →

Current Assignment: Cooperative

Select an executive as Account Executive [lead]. You can also Assign Another Executive

Comments: Add Comment

This is not Allen's main account Plus, he has other more important accounts coming up [Jonathan Frank [X]]

Comments: Add Comment

This one will be tricky. Joe has relationships with many of our top customers and I don't want to overwork him [Jonathan Frank [X]]

Actually, Joe is actually very good friends with West Marine's CEO. Their families go sailing and they are college buddies. We need to be balanced [Richard]

1700 →

1770 →

1776 →

FIG. 10

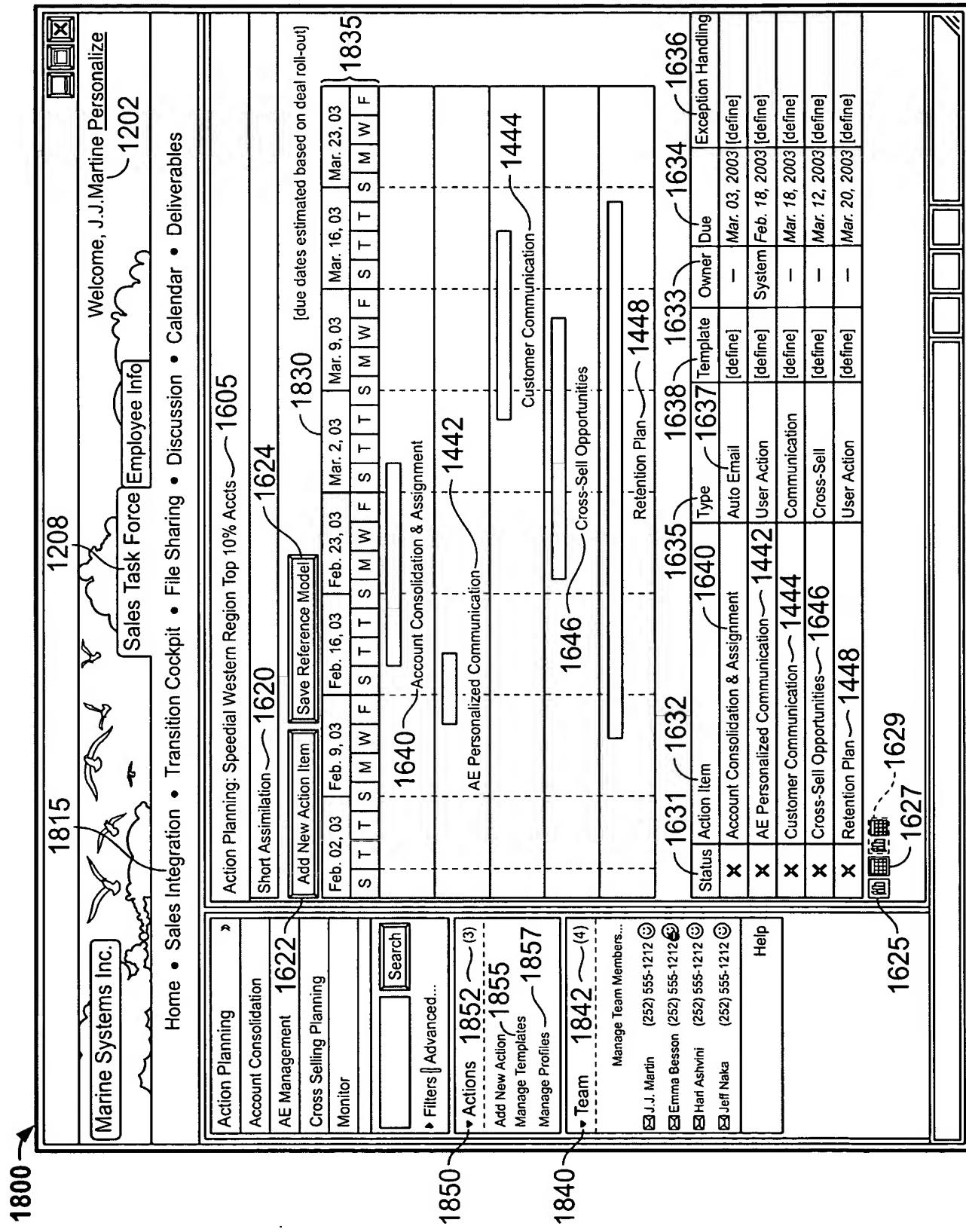


FIG. 11

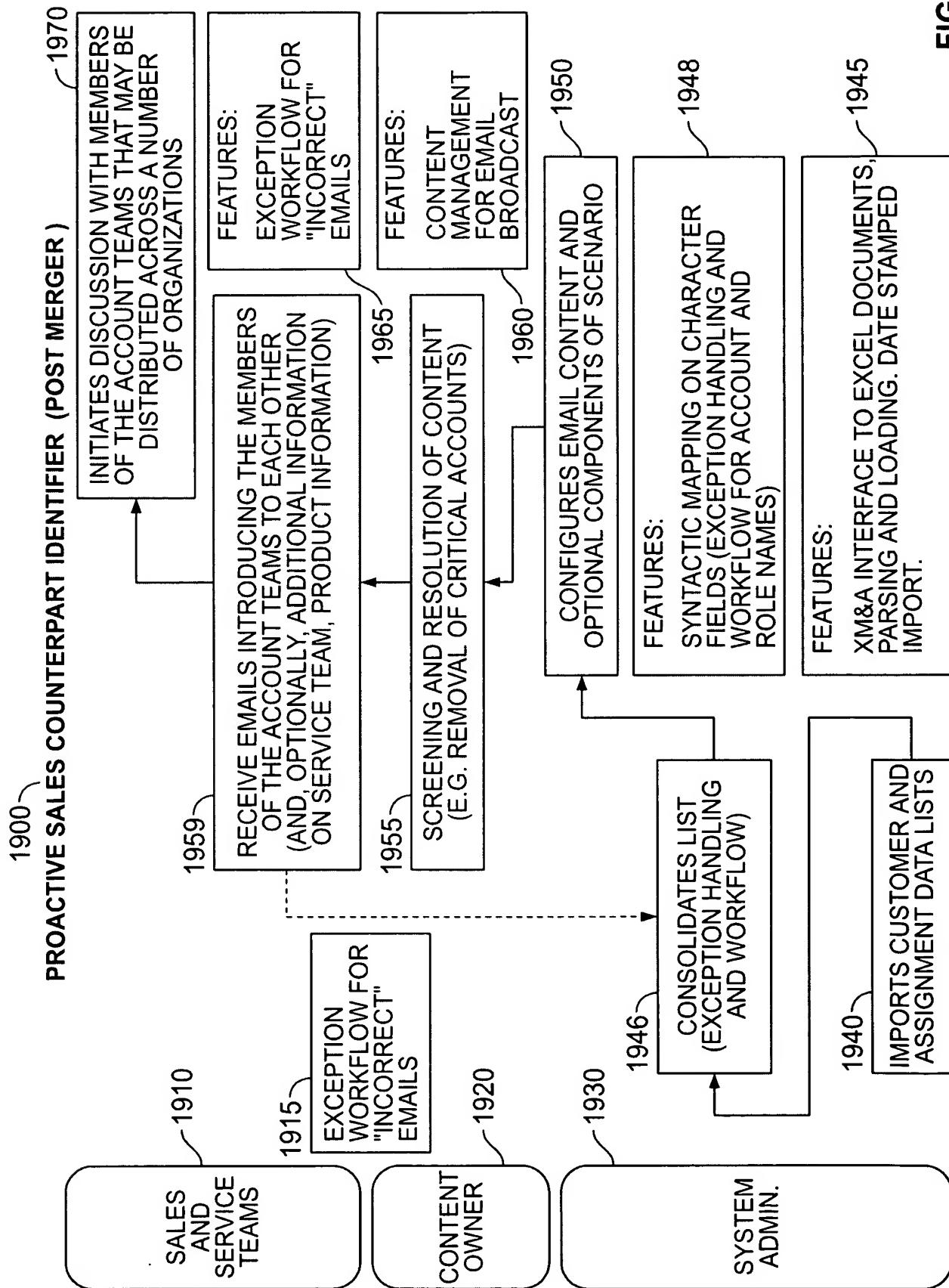


FIG. 12

2000

Marine Systems Inc.

1815 1208

Welcome, J.J.Martin Personalize 1202

Home • Sales Integration • Transition Cockpit • File Sharing • Discussion • Calendar • Deliverables

Action Planning >

Account Consolidation

AE Management

Cross Selling Planning

Monitor 1631

Search

Filters [Advanced...]

Actions (3)

Add New Action

Manage Templates

2020

Manage Team Members...

Team (5)

Manage Profiles

Help

Action Planning: Speedial Western Region Top 10% Accts 1605

Short Assimilation 1620

Add New Action Item [Save Reference Model]

Status Action Item 1632

Type Template 1635 1638 1633 (due dates estimated based on deal roll-out) 1634 1636

✓ Account Consolidation & Assignment Auto Email Standard AE Transfer System Owner Due Exception Handling

✗ AE Personalized Communication User Action [define] System Feb 18, 2003 [define]

✗ Customer Communication Communication [define] – Mar 18, 2003 [define]

✗ Cross-Sell Opportunities 1646 Cross-Sell [define] – Mar 12, 2003 [define]

✗ Retention Plan User Action [define] – Mar 20, 2003 [define]

Cross-Sell Opportunities 1696 2010

Opportunities [Financials]

Save [Cancel]

Opportunity Name: 2035 for Special West Customers Select 2031

Actions: 2044 2047

Notification Templates: Cross sell opportunity alert 2045 2070 2062 2076 2064

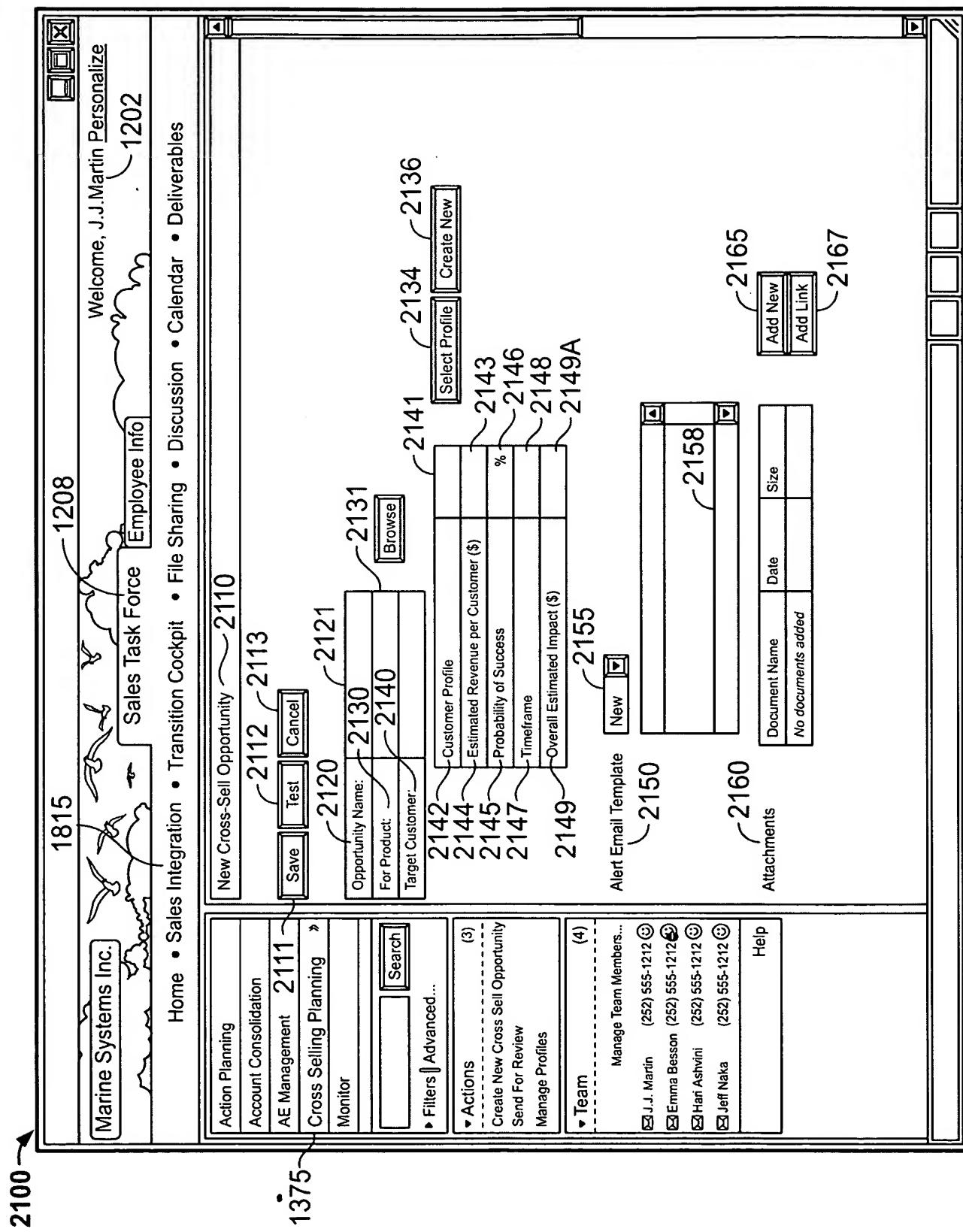
Send to: 2062 2076 2075

Trigger Date: Day 1 + 0 days days

Help

FIG. 13

FIG. 14



2200 →

1208

Marine Systems Inc.

Sales Task Force Employee Info

Home • Sales Integration • Transition Cockpit • File Sharing • Discussion • Calendar • Deliverables

2215 Announcements → 2210

Create new view: Today | Last 7 days | All announcements

06/03/02 Christopher Jacobs
 Welcome to the Operations Task Force
 This portal is intended to aid your job during the merger of Offshore and Speedial. The Steering Committee will ask for a set of proposals from your task force. The task...
 Read

1202

Welcome, J.J.Martin Personalize

My Tasks

Synchronize Outlook Task

Look over Mark's Network Proposal

Contact Greg about IT budget

Take a Look at Luke Chan-- Candidate for Network Team in Atlanta

Propose re-org for IT Department

2240

My Deliverables

View all deliverables

Assigned | Managed

Due	Name	Status
07/25/02	IT Infrastructure	0
08/16/02	Facility Management	0
09/20/02	IT Rollout Schedule	

2250

Operations Task Force Team

Refresh times | See other teams

Name	Role	Primary Phone	Local Time	iMessage
Erinque Martinez	TF Lead (IT)	(252) 555-4857	3:07 pm	Available
Bob Arnold	Facilities US	(212) 954-9388	3:07 pm	Available
Elizabeth Brown	Property Manag...	(404) 399-0086	3:07 pm	Busy
Li Chen	Facilities Asia	+866 02 586-3409	3:07 am	Away
Joe Douglas	IT Europe	+33 1 40 88 84 49	9:07 pm	Available
Martin Ellis	Facilities Europe	(404) 901-8943	3:07 pm	Available
Mark Michaels	Networks IS	(619) 345-7801	12:07 pm	At Lunch

2220 →

2222

2223

22260

My Meetings

Synchronize Outlook View Calendar

Date Event

07/01/02 Milestone 1 (Atlanta)

07/11/02 Milestone 2 (Video Conf.)

07/25/02 Milestone 3 (San Diego)

08/16/02 Milestone 4 (Atlanta)

09/05/02 Milestone 5 (Atlanta)

FIG. 15

2300 →

2320 Home • Account Consolidation • Customer Transition • File Sharing • Discussion • Calendar • Deliverables

2335 1208

Marine Systems Inc.

Procurement Task Force [Employee Info] 1202

Operations Files 2325

Merger Team Files 2330 [Search]

2330 [Search]

Operations Task Force Files 2340

Folders In Operations Task Force

2315

Operations Task Force Files 2340

Operations Task Force Files 2315

2350 (3)

Actions

Schedule a new meeting 2355

Synchronize with Outlook

Help with Calendar

2360 (5)

Team

Manage Team Members...

Carol Dillard (252) 453-4534 ☺
 Ron Sawer (212) 345-9012 ☺
 Clint Brooks (404) 908-3429 ☺
 Julia Walburg (713) 679-0992 ☺
 Sven Piez (619) 229-5771 ☺

My Meetings (5)

Sync Outlook... [View Calendar...]

02/05/03 Milestone 1 (Atlanta)
 02/08/03 Milestone 2 (Video Conf.)
 02/09/03 Milestone 3 (San Diego)
 02/15/03 Milestone 4 (Atlanta)
 02/19/03 Milestone 5 (Paris)

Global Telephone list Offshore-Speedi.xls 2/19/02 10:06:31 AM 125.5 KB See Also [Details] [Delete]

Offshore Info Session 6-2-2002.ppt ~ 2385 4/20/02 8:53:49 AM 1.1 MB See Also [Details] [Delete]

Offshore Plants US.gif 2/7/02 2:19:16 PM 85 KB See Also [Details] [Delete]

Speedi site map San Diego.gif 2/7/02 2:05:37 PM 320.5 KB See Also [Details] [Delete]

Team Contacts.ppt 2/27/02 6:03:42 AM 131.5 KB See Also [Details] [Delete]

Help

2335 1208

Welcome, J.J.Martin Personalize

Procurement Task Force [Employee Info] 1202

Operations Task Force Files 2340

Operations Task Force Files 2315

2350 (3)

Actions

Schedule a new meeting 2355

Synchronize with Outlook

Help with Calendar

2360 (5)

Team

Manage Team Members...

Carol Dillard (252) 453-4534 ☺
 Ron Sawer (212) 345-9012 ☺
 Clint Brooks (404) 908-3429 ☺
 Julia Walburg (713) 679-0992 ☺
 Sven Piez (619) 229-5771 ☺

My Meetings (5)

Sync Outlook... [View Calendar...]

02/05/03 Milestone 1 (Atlanta)
 02/08/03 Milestone 2 (Video Conf.)
 02/09/03 Milestone 3 (San Diego)
 02/15/03 Milestone 4 (Atlanta)
 02/19/03 Milestone 5 (Paris)

Global Telephone list Offshore-Speedi.xls 2/19/02 10:06:31 AM 125.5 KB See Also [Details] [Delete]

Offshore Info Session 6-2-2002.ppt ~ 2385 4/20/02 8:53:49 AM 1.1 MB See Also [Details] [Delete]

Offshore Plants US.gif 2/7/02 2:19:16 PM 85 KB See Also [Details] [Delete]

Speedi site map San Diego.gif 2/7/02 2:05:37 PM 320.5 KB See Also [Details] [Delete]

Team Contacts.ppt 2/27/02 6:03:42 AM 131.5 KB See Also [Details] [Delete]

Help

FIG. 16

2400 →

1208

Marine Systems Inc.

Welcome, J.J.Martin Personalize 1202

Sales Task Force Employee Info

Home • Sales Integration • Transition Cockpit • File Sharing • Discussion • Calendar • Deliverables

Operations Discussions > Operations Task Force Discussions ~ 2415 2404 2405 2407

• Filters] Advanced... 2406

• Actions (5)

- Start a Discussion Thread
- Start a Chat Session
- Manage Subscriptions
- Chat Help
- Discussion Help

Team (5)

Manage Team Members...

Enrique Martinez (252) 555-3532 (212) 236-1822
Bob Arnold (404) 399-0086
Elizabeth Brown (404) 399-0425
LJ Chen 86623345-0425
Joe Douglas (713) 345-3422
Martin Ellis (404) 514-2343
Mark Michaels (619) 345-7801

Help

2420

2422

2460

2430

2435

2440

FIG. 17

2500 →

1208

Welcome, J.J.Martin Personalize
1202

Sales Task Force Employee Info

Home • Sales Integration • Transition Cockpit • File Sharing • Discussion • Calendar • Deliverables → 2515

Deliverable Portfolio → 2525

HELP !≡

2527

2532 → 2533 → 2534

My Assigned Deliverables

Title	Task Force	Assigned By	Due Date	Status
Consolidate Sales Force	Project Management	<input checked="" type="checkbox"/> Carol Dillard	November 1, 2003	Not Started

2535 → 2560

My Requested Deliverables

Title	Task Force	Assigned By	Due Date	Status
You currently have no requested deliverables				

Deliverables Menu

Search

Filters [Advanced... 2531]

Actions (6)

- View my Calendar
- Set up a Meeting
- Upload Files
- Manage Subscriptions
- Re-assign This Deliverable
- Deliverable Help

Tools (3)

- IT Talent Identification & Retention
- IT Standardization Assessment
- IT Budget Estimator

Help

2600 →

1815 1208

Marine Systems Inc. 

Welcome, J.J.Martin Personalize 1202

Sales Task Force Employee Info

Home • Sales Integration • Transition Cockpit • File Sharing • Discussion • Calendar • Deliverables

Action Planning → 2625

Please select the Reference Model and Profiles you want to plan on

Reference Model (Template) → 2630

Project Colors → 2633

Short Assimilation → 2635

Custom-built Reference Model → 2638

Account Profiles → 2640

Special Western Region Top 10% Accts → 2642

Accounts Include: West Marine, Newport Ship Yards, Dave's Ways, Gold Rock Ship Yard, etc.

Special Eastern Region Top 10% Accts → 2644

Accounts Include: Mary's Village, Ship-A-Ton, East Bails Inc., American Ship Explorers, etc.

Marine Systems Top 5% Accnts → 2648

Accounts include: West Marine, Dave's Ways, Gold Rock Ship Yard, Wind and Sun Sails, Inc., etc.

Create Plan Cancel 2654

2652

Actions (3)

Add New Action

Manage Templates

Manage Profiles

Team (4)

Manage Team Members...

J.J. Martin (252) 555-1212

Emma Besson (252) 555-1212

Hari Ashvini (252) 555-1212

Jeff Naka (252) 555-1212

Help

FIG. 19

2700 →

✉ Cross Selling Marine Systems Proline - Message (Rich Text)

File Edit View Insert Format Tools Actions Help

Reply Reply to All Forward

From: J.J. Martin 1202
To: Joe Dylan 1113
Subject: Cross Selling Marine Systems Proline 1172

Sent: Mon 2/10/2003 11:29 AM

Joe,
Your accounts Boston Whaler, Miami Performance and Lido Yacht Sales are all ideal candidates to buy Marine System's Proline sailing Products.

The products included in this cross selling opportunity are

2400 series high-speed hand winches
2500 series high-speed self tailing hand winches
Proline Composite Roller Blocks
Proline Composite mast system
Proline Kevlar Sails
(product names are linked to associated documentation)

All these products complement existing Speedial products and are excellent opportunities to extend sales. Please follow the below link to retrieve the sales strategy documents for this cross selling opportunity.

[sales strategy proline.ppt](#) 2730

If you have any questions regarding this of the merger, feel free to contact me
Regards,
JJ

J.J. Martin 1202
VP. Sales
Marine Systems Inc. 2750
T 252-555-3372
E 252-555-3565
JJMartin@Marine_systems.com
<http://www.marine systems.com>

FIG. 20

2800

Account Consolidation: Marine Systems - Message (Rich Text)						
File	Edit	View	Insert	Format	Tools	Actions
<input type="button" value="Reply"/>	<input type="button" value="Reply to All"/>	<input type="button" value="Forward"/>	<input type="button" value="Print"/>	<input type="button" value="X"/>	<input type="button" value="Up"/>	<input type="button" value="Down"/>
From: J.J. Martin	1202					Sent: Mon 2/10/2003 12:03 PM
To: Joe Dylan						
Subject: Account Consolidation: Marine Systems						
<p>Joe,</p> <p>Effective March 8th 2003, you will lead the combined Marine Systems- Speedial account of West Marine Inc. The current account lead from Marine Systems is Allen Maxwell. Allen has been notified of the change and will help you consolidate customer contacts in the coming weeks. By March 8th should be completely up to speed on all of Marine Systems products.</p> <p>Allen Maxwell can be reached at Office: 212-555-6711 Email: allen.maxwell@marinesystems.com Manager: Hanna Jones Email: hanna.jones@marinesystems.com</p> <p>If you have any questions regarding the transition or the merger in general, feel free to contact me</p> <p>Congratulations and happy selling!</p> <p>Regards, JJ</p> <p>J.J. Martin VP. Sales Marine Systems Inc. T 252-555-3372 E 252-555-3565 J.Martin@Marine_systems.com http://www.marine_systems.com</p> <p style="text-align: right;">2750</p>						

Congratulations and happy selling!
Regards,
JJ

J.J. Martin
VP. Sales
Marine Systems Inc.
T 252-555-3372
E 252-555-3565
JJMartin@Marine_systems.com
http://www.marine_systems.com

FIG. 21

Account Consolidation: Marine Systems Proline - Message (Rich Text)					
<input checked="" type="checkbox"/> File <input type="checkbox"/> Edit <input type="checkbox"/> View <input type="checkbox"/> Insert <input type="checkbox"/> Format <input type="checkbox"/> Tools <input type="checkbox"/> Actions <input type="checkbox"/> Help					
Returned Items - Cleats					
2905	Distribution Channel	<input type="checkbox"/>	Sold-to party	<input type="checkbox"/>	Percentage of returned items
2912	OffShore	<input type="checkbox"/>	Marina	<input type="checkbox"/>	Number of returned items
			Ship IT	<input type="checkbox"/>	Number of ord
			Cruis U.S.	<input type="checkbox"/>	4,000
			Technik	<input type="checkbox"/>	5,000
			Alpha-Systems	<input type="checkbox"/>	5,000
			2937	<input type="checkbox"/>	4,000
			Result	<input type="checkbox"/>	4,000
			ALDO	<input type="checkbox"/>	22,000
			Intrisoft	<input type="checkbox"/>	13,000
			ShipsAre US	<input type="checkbox"/>	17,000
			C.P.N. AG	<input type="checkbox"/>	2,000
			Lampen-Markt GmbH	<input type="checkbox"/>	17,000
			Result	<input type="checkbox"/>	13,000
			2940	<input type="checkbox"/>	62,000
			Result	<input type="checkbox"/>	14,90385
	Sales growth / by distribution channel				
2914	Offshore	<input type="checkbox"/>	Speedial	<input type="checkbox"/>	2920
	2912	<input type="checkbox"/>	2914	<input type="checkbox"/>	2922
Items					
2950	Items	<input type="checkbox"/>	2970	<input type="checkbox"/>	2980
2960	Sold-to Party	<input type="checkbox"/>	Percentage of Change	<input type="checkbox"/>	Number of items
	Ship IT	<input type="checkbox"/>		<input type="checkbox"/>	Y.T.D WW Total
	Marina	<input type="checkbox"/>		4,000	<input type="checkbox"/>
	Intrisoft	<input type="checkbox"/>	-11,11,111 %	3,000	25,000
	Becker Frankfurt	<input type="checkbox"/>		17,000	12,000
	ShipsAre US	<input type="checkbox"/>		5,000	153,000
	Technik	<input type="checkbox"/>		2,000	25,000
	Carbor GmbH	<input type="checkbox"/>		7,000	4,000
	C.P.N.	<input type="checkbox"/>	-14,70588 %	5,000	37,000
	Alpha-Systems	<input type="checkbox"/>	-12,04819 %	20,000	34,000
	Lampen-Markt	<input type="checkbox"/>	-12,05697 %	7,000	166,000
	Overall Result	<input type="checkbox"/>		13,000	58,000
				124,000	60,000
					785,000
2992					

FIG. 22

3000

3001 File Edit View Insert Format Tools Actions Help

3010

3002 3003 3003 3004 3005 3006 3007

Display Standard Order 5143: Overview

3011

3012

3013

30 | 4

3030

3011

34

3043

3044

3045

3048
3047

3048

3060

100

3062

10

10

10

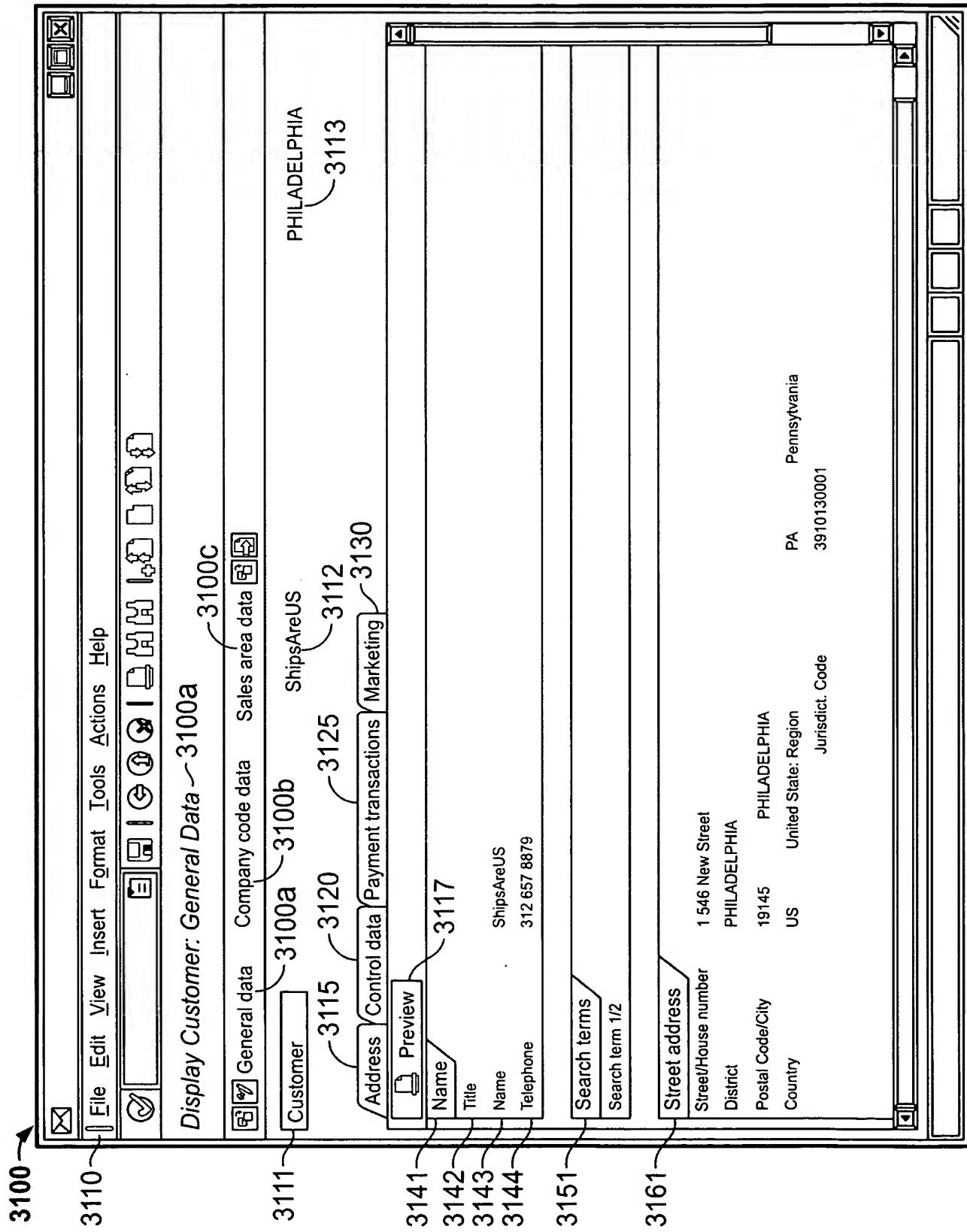
3090

114

1

FIG. 23

FIG. 24



3200

Marine Systems Inc. 3208

Welcome, Nicole Garson Personalize

Steering Committee 3215

Employee Info

Home • Executive Cockpit • Initiative Dashboard • Strategy Management • Calendar 3220

Initiative Dashboard » 3210

Advanced... 3211

Filters 3213

Search 3214

Actions 3214 (4)

- Track Deliverables
- Set-up a Meeting
- Change My Time Zone
- Merger Portal Help

Manage Team Members... 3215

- Carol Dillard (282) 53-4534 ☎
- Ron Sawyer (212) 345-9012 ☎
- Clint Brooks (404) 908-3429 ☎
- Julia Welburg (713) 679-0992 ☎
- Sven Piez (619) 229-5771 ☎

Help 3216

1122 3222

View Initiatives by: Functional Area 3223

Send 3224

Export to Excel 3225

Export to Power Point 3226

3227

3228

3229

3230

ROI 3231

Budget 3232

Risk 3233

In Progress 3234

Approved, not Started 3235

Proposed 3236

Expected Cost Savings / Revenue Increase 3237

Functional Area 3270

3280

Marine Systems Inc. 3208

Welcome, Nicole Garson Personalize

Steering Committee 3215

Employee Info

Home • Executive Cockpit • Initiative Dashboard • Strategy Management • Calendar 3220

Initiatives 3222

View Initiatives by: Functional Area 3223

Send 3224

Export to Excel 3225

Export to Power Point 3226

3227

3228

3229

3230

ROI 3231

Budget 3232

Risk 3233

In Progress 3234

Approved, not Started 3235

Proposed 3236

Expected Cost Savings / Revenue Increase 3237

Functional Area 3270

3280

FIG. 25

3200 →

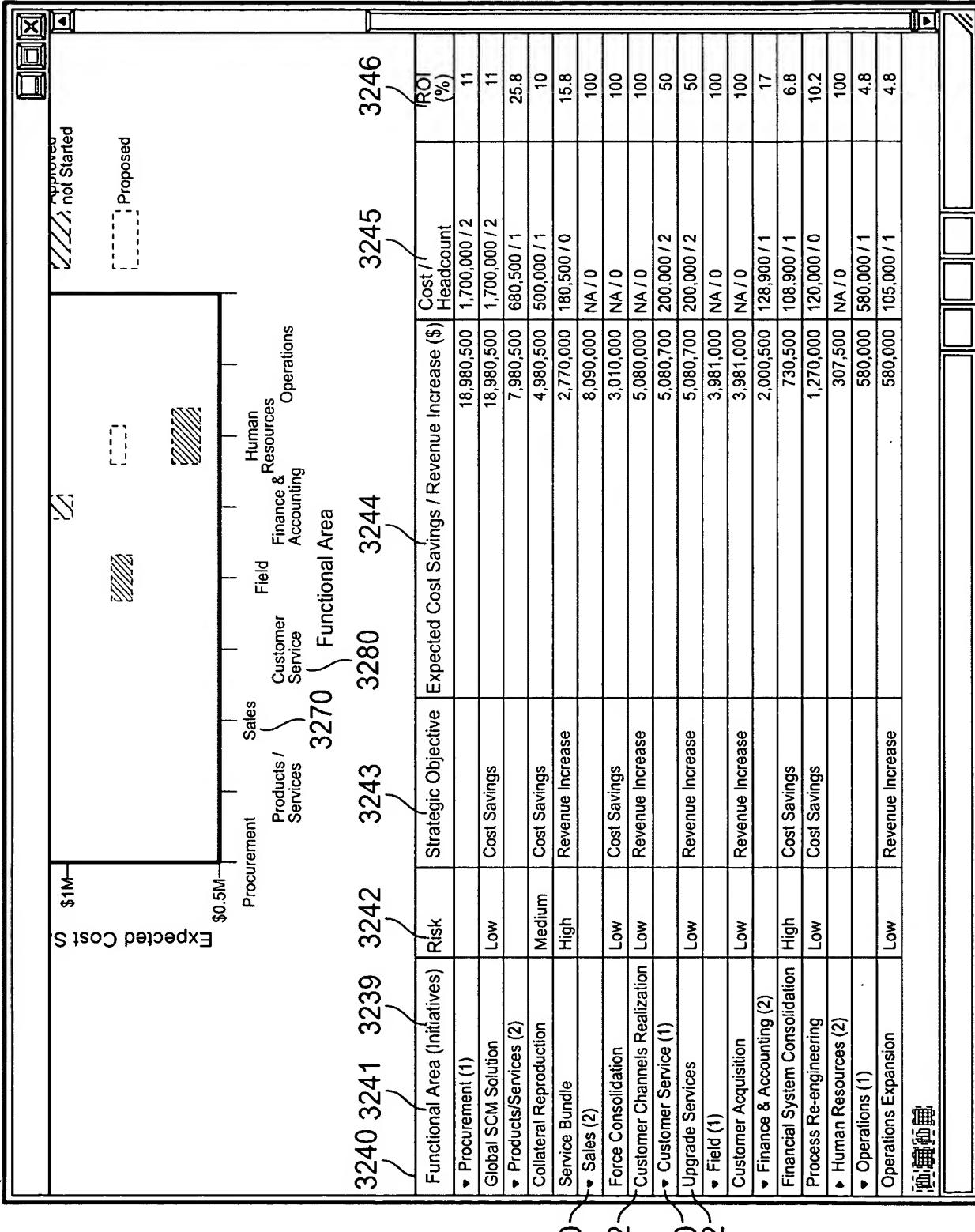


FIG. 26